

Message Text

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PAGE 01 MOSCOW 09214 021714Z

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SUBJ: PAN AMERICAN-AEROFLOT MEETING ON FREQUENCIES

1. SUMMARY - AT RECENTLY-COMPLETED COMMERCIAL DISCUSSIONS IN NEW YORK,

PANAM AND AEROFLOT REACHED UNDERSTANDING ON THREE-YEAR FREQUENCIES
PACKAGE DEAL. MOST IMPORTANT PROVISION IS AEROFLOT REVERSAL OF PREV-
IOUS

STAND BY ALLOWING PANAM BOEING SERVICE TO MOSCOW BEGINNING IN MAY
1976. PANAM-AEROFLOT UNDERSTANDING CONDITIONAL ON APPROVAL BY BOTH
GOVERNMENTS NO LATER THAN SEPTEMBER 30, 1975. PANAM REGARDS THE 747
PROVISION AS IMPORTANT BREAKTHROUGH IN COMPANY'S RELATIONS WITH SOVIETS

AND HOPES EACH GOVERNMENT WILL APPROVE ARRANGEMENT ON FREQUENCIES PRIOR

TO AND INDEPENDENT OF INTER-GOVERNMENTAL CIVIL AIR TALKS. DURING DIS-
CUSSIONS SOVIET REPS STATED THAT TALKS WITH BOTH BOEING AND LOCKHEED
ON PURCHASE OF SEVERAL WIDE-BODIED AIRCRAFT ARE SUSPENDED FOR TIME
BEING. THEY ALSO INDICATED THAT SIMILAR PLANE OF SOVIET DESIGN WILL
NOT
BE IN OPERATION FOR AT LEAST FIVE YEARS. END SUMMARY

2. MOSCOW PANAM REP DRAHORAD, IN MEETING WITH EMBOFF JULY 1, RELATED
SUBSTANCE OF PANAM-AEROFLOT DISCUSSION ON FREQUENCIES WHICH WERE
HELD LAST WEEK IN NEW YORK. AEROFLOT DELEGATION, HEADED BY
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PAGE 02 MOSCOW 09214 021714Z

MINISTRY OF CIVIL AVIATION DEPUTY FOREIGN RELATIONS CHIEF V.D.

SAMORUKOV, WISHED TO DISCUSS WIDE RANGE OF CIVAIR MATTERS, INCLUDING NEW ROUTES ACROSS US AND POSSIBLILITY OF AEROFLOT ISSUING OWN TICKETS IN US. PANAM TEAM, HOWEVER, INSISTED THAT TALKS FOCUS SOLELY ON QUESTION OF FREQUENCIES. IN THE END PARTIES REACHED BROAD AGREEMENT ON FLIGHT FREQUENCIES BY THE TWO CARRIERS OVER THREE YEAR PERIOD, BEGINNING NOVEMBER 1, 1975. MOST IMPORTANT DEVELOPMENT IN TALKS WAS AEROFLOT REVERSAL OF ITS PREVIOUS INSITENCE THAT NO WESTERN CARRIER BE ALLOWED TO FLY BOEING 747S TO MOSCOW UNTIL USSR HAD PLACED IN SERVICE WIDE-BODIED AIRCRAFT OF ITS OWN (EITHER DOMESTICALLY-PRODUCED OR FOREIGN).

3. UNDER NEW INTER-AIRLINE UNDERSTANDING, PANAM WOULD HAVE RIGHT TO OPERATE THREE FLIGHTS WEEKLY DURING SUMMERS OF 1976 AND 1977. OF THESE, TWO WOULD BE 747S DURING SUMMER 1976 AND ALL THREE IN SUMMER OF 1977. DURING WINTER SEASON BOTH YEARS PANAM WOULD REVERT TO TWO FLIGHTS WEEKLY, USING 707S. IN RETURN AEROFLOT WOULD RECEIVE RIGHT TO FIVE FLIGHTS WEEKLY DURING SUMMER OF 1976, SIX THE FOLLOWING SUMMER, AND TWO WEEKLY EACH WINTER. (THIS FORMULA WORKED OUT ON BASIS OF AIRCRAFT CAPACITY, WITH AEROFLOT ALLOWED TO OPERATE TWO IL-62S FOR EACH 747 USED BY PANAM.) DURING THIRD YEAR OF AGREEMENT, FREQUENCIES FOR BOTH CARRIERS WOULD REMAIN AT 1977 LEVELS.

4. IN COURSE OF DISCUSSION SAMORUKOV ALLEGED THAT SOVIET-DESIGNED WIDE-BODIED AIRCRAFT (IL-86) WILL NOT BE IN OPERATION FOR "AT LEAST FIVE YEARS". WHEN QUERIED ABOUT PURCHASE OF US WIDE-BODIED JETS, SAMORUKOV INDICATED THAT TALKS WITH BOTH BOEING AND LOCKHEED ARE STALLED AND THAT NO PROGRESS IS EXPECTED IN NEAR FUTURE. DRAHORAD COULD NOT ACCOUNT FOR SOVIET CHANGE OF HEART ON ALLOWING PANAM USE OF 747S TO MOSCOW, EXCEPT FOR FACT THAT IN RETURN AEROFLOT WOULD RECEIVE EVEN GREATER NUMBER OF FLIGHTS TO US DURING PEAK SUMMER SEASONS. ALSO, PANAM WILL SUPPORT AEROFLOT DESIRE FOR FIFTH FREEDOM RIGHTS ON ALL ITS FLIGHTS (BUT LIMITED TO NOT MORE THAN TWO FLIGHTS TO OR FROM US FROM ANY ONE EUROPEAN INTERMEDIATE CITY).

5. ACCORDING TO DRAHORAD PANAM AND AEROFLOT AGREED THAT THEIR UNDERSTANDING WOULD COME INTO EFFECT ONLY IF RATIFIED BY RESPECTIVE GOVERNMENTS PRIOR TO SEPTEMBER 30. AT SAME TIME DRAHORAD INDICATED THAT PANAM WISHES OBTAIN USG APPROVAL

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PAGE 03 MOSCOW 09214 021714Z

OF THESE PROPOSALS BEFORE BEGINNING OF INTER-GOVERNMENTAL TALKS. IN PANAM'S VIEW, MINISTRY OF CIVIL AVIATION WOULD THUS BE COMMITTED TO ALLOWING PANAM THE USE OF 747S IN ADVANCE OF TALKS AND COULD NOT LINK THAT QUESTION WITH OTHER MORE THORNY ISSUES, SUCH AS ROUTES, NEW OFFICES, AND PERSONNEL CEILINGS.

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